

Hi, I'm Andrew De La Rosa and I'm 22 years old. I've been in the business for about 6 months now. I've broken the 100 & 300 point pin. My goal for my current month is breaking 600 and I plan on making it all the way to Platinum. Yes, the business benefits me in more ways than just money. I've made endless quality friendships which are priceless and couldn't ask for. I've learned a great deal of financial literacy through our training and support system. I've learned great concepts, ideas, principals, morals and so on. I had enough information when I started. My team trains very well and I'm happy with my 1st experience. When I sponsor people it's a reflection of what I was taught and what I learned so once again it's turning out great because they're happy as well. Most of my prospects actually think they're getting a job which I don't understand why until they go to a seminar. If quixtar had made more support material that could help inform people if that material touched on some of the new rules or requirements. Something like a CD, DVD or another brochure with facts, info, stats just generally speaking of the business perhaps that'll help. My prospects tend to spend over \$150 or less than \$200.

Waiting 7 days before registering would be horrible! Some people are so impatient when they see the business they want to get started right away and if you can't give them what they want, they tend to lose interest or register with someone else. I have no idea what benefits would be in waiting 7 days if they don't have to. The costs are simple; they can lose interest or join another IBO. Some friends and family are so excited and happy they want to register together as groups. Which is great, it builds up belief, confidence and momentum. If they wait 7 days before registering anyone else that can put a stop to that.

About the references, yes there's a chance they can register with someone else. It has happened before. Plus they probably wouldn't know what to do with it. If we gave them all that info they might freak out and over-analyze the simplicity of the business. Usually all new Ibos will meet other Ibos because of our open meetings. Plus we edify and compliment each other displaying a wonderful atmosphere to work with.

I don't really understand what's meant by the "litigation list".

About the income potential, that's why we have open meetings. That's where we explain it and so on. That form we do use sometimes but people don't really take paperwork so serious. Watching the professionals explain in detail on a board who talk to them seems to do the trick. The new proposed rule I think would only complicate and slow down our business. If I had to make a separate disclosure for every example used in explaining the income potential of a Quixtar business to a prospect, people might have second thoughts about joining and considering the business.

When prospects ask how much I make, I tend to say I do this all on my spare time. I come to love the business so much that this is what I do for fun. So when they share their hobbies and activities I happen to make way more on my spare time than theirs. I also give them the Independent Business Ownership Plan brochure. However a lot people don't tend to read it, or they lose it. My lifestyle hasn't been affected greatly... yet. But I do plan on continue working on this thing. It has helped with bills, which is great! If we

had to offer financial records... that would seem inappropriate. I would rather show them the directions and teach them how to make whatever income they would like to make.